REPORT 4 89/10/10

## QUARTERLY PROGRESS REPORT OF EXPORT PROMOTION PROGRAM AT MISSIONS ABROAD FOR FISCAL YEAR 88 FORECAST OF KEY ACTIVITIES AND ANTICIPATED RESULTS STATED IN MISSION'S ANNUAL PLAN

POST : 604-DALLAS

## 011-OIL & GAS EQUIPMENT, SERVICES UNITED STATES OF AMERICA

## PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

PROGRAM OF CALLS ON MAJOR U.S. GAS TRANSMISSION, PIPELINE AND END-USER COMPANIES TO DISCUSS FTA ENERGY PROVISIONS.

SOLICIT 6-8 CANADIAN PARTICIPANTS/EXHIBITORS FOR THE 1988 SOCIETY OF PETROLEUM ENGINEERS SHOWS. RECRUIT INCOMING BUYERS TO THE NATIONAL PETROLEUM SHOW.

DISCUSS WITH MAJOR U.S. FIRMS THE VALUE OF CANADIAN SOURCING FOR TURNKEY PROJECTS USING CCC. CIDA AND EDC.

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTER: 1 THIRD COUNTRY PROCUREMENT OFFICE CALLS.

QUARTER: 2 Society of Petroleum Engineers Show, Houston, TX Oct. 2-5, 1988. 2. Recruit product literature for Society of Petroleum Engineers Show

## QUARTER: 3 -----

QUARTER: 4 Program of calls on major US gas transmission, pipeline and end-user companies to discuss FTA energy provisions. ANTICIPATED RESULTS:

INCREASED SALES OF NATURAL GAS.

NEW AGENCIES AND SOFTWARE SALES.

MAJOR CANADIAN EQUIPMENT AND SERVICES SOURC-ING FOR THIRD COUNTRY PROJECTS.

QUARTERLY RESULTS REPORTED:

ACCOMPANIED 6 OIL & GAS EQUIP BUYERS TO NAT'L PETROLEUM SHOW IN CALGARY. AT LEAST 15 NEW AGENT/REPRESENTATIVE AGREEMENTS WERE CONCLUDED AS A DIRECT RESULT.

Preliminary planning for show 2. Literature received from 18 Canadian firms

Follow-up to presentations in New Mexico June/88 and Oklahoma Dec/88.

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